

Message Text

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PAGE 01 SEOUL 04120 110528Z

21

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 /018 W

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R 110230Z JUN 75

FM AMEMBASSY SEOUL

TO USDOC WASHDC

INFO SECSTATE WASHDC 550

UNCLAS SEOUL 4120

E.O. 11652: N/A

SUBJECT: PRIVATE TRADE OPPORTUNITY

1. 580/01/0164

2. 053075

3. A. GROSSMAN

4. 580 KOREA

5. MA

6A. REPLY --

6B. KI-SOO LEE, ASSISTANT MANAGER

6C. HANJIN ELECTRONIC INDUSTRIAL CO., LTD.

PO BOX SUNG DONG 38, SEOUL 133

7. CABLE: NA; TELEX: KALHO K27526-DES (LEEKs);

TEL: 22-3847/55-6411

8. --

9. 110

10. DESCRIPTION.

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PAGE 02 SEOUL 04120 110528Z

3662113-0280 ISB (INDEPENDENT SIDEBAND) TWO WAY RADIO COMMUNICATIONS EQUIPMENT. FIRM CLAIMS TO HAVE LOCATED END USER CONSIDERING URGENTLY IMPORTING APPROXIMATELY \$280,000 WORTH OF ABOVE EQUIPMENT. FURTHERMORE FUNDS TO BE ALLOCATED FOR IMPORT OF SAME EQUIPMENT DURING 1976 AND 1977 ARE ESTIMATED AT \$840,000 RESPECTIVELY. FIRM URGENTLY SEEKS OFFERS, DELIVERY TERMS, AND PROPOSAL FOR REPRESENTATION.

HANJIN ELECTRONIC INDUSTRY CO., LTD. (WTDR: 01-75) WAS ESTABLISHED IN 1964 AS A MEMBER OF HANJIN GROUP WHICH IS HEADED BY HANJIN TRANSPORTATION CO., LTD. HANJIN ELECTRONIC MANUFACTURES COMMUNICATIONS EQUIPMENT FOR USE WITH SURFACE CRAFT, POLICE FORCES, MILITARY FORCES, AND CIVILIAN BROADCASTING SYSTEMS FOR DOMESTIC CONSUMPTION AND EXPORT. IN 1974 FIRM CLAIMS TO HAVE EXPORTED \$1.8 MILLION WORTH OF ITS PRODUCTS MOSTLY TO JAPANESE ANRITSU ELECTRONIC IND. CO., LTD. FOR CONSIGNMENT TO THIRD COUNTRIES. ANRITSU IS ALSO HANJIN'S LICENSOR IN MANUFACTURE OF FM EQUIPMENT. HANJIN STATED RECENTLY ROKG HAS DESIGNATED IT AS KEY ELEMENT OF ROK DEFENSE INDUSTRY. PRESIDENT MAJ. GEN. CHUN, YUNG-KOO (RETIRED) ASSUMED HIS CURRENT POST IN JANUARY 1975. UNTIL THIS TIME GEN. CHUN SERVED AS DIRECTOR, BUREAU OF COMMUNICATIONS AND ELECTRONICS, ROKG MINISTRY OF NATIONAL DEFENSE (MND). HANJIN PLANS ADD NEW BUSINESS LINE ACTING AS COMMISSION AGENT FOR FOREIGN SUPPLIERS OF COMMUNICATION EQUIPMENT.

11. NOTE: FOR MAIL DISTRIBUTION ONLY; NOT FOR PUBLICATION IN COMMERCE TODAY.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 11 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975SEOUL04120
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750202-1201
From: SEOUL
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750660/aaaacdbn.tel
Line Count: 90
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 13 FEB 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13 FEB 2003 by PhilliR0>; APPROVED <09 FEB 2004 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRIVATE TRADE OPPORTUNITY
TAGS: BEXP
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006